GENERAL DYNAMICS LAND SYSTEMS

P.O. BOX 2071 WARREN, MICHIGAN 48090-

SMALL BUSINESS AND SMALL DISADVANTAGED BUSINESS SUBCONTRACTING PLAN

Submitted in accordance with Applicable Public Laws,

& FAR 52.219.8, 52.219.9, 19.704(a)(1) and (2).

Approved Master Subcontracting Plan dated 1 October 1999.

| 1. Government Contract | 2. GDLS Number | 3. Program Description | | |
|-------------------------------|---|---|--|--|
| TBD | L0257 . | (3) MISC CIRCUIT CARDS | | |
| 4. Date Prepared 30-Aug-00 | 5a. Preparer's Name D. R. Bornemeier | 5b. Title Estimating Mgr., Material Cost | | |
| 8. PROCUREMENT APPROVAL. | Sp. Title Small Business Liaison Officer | 6c. Date 30-Aug-00 | | |

7. The following applies to plans with subcontract goals less than 5%:

In support of the government policy of placing a fair proportion of its acquisitions with small disadvantaged businesses, GDLS will strive to exceed the goals agreed to in our subcontracting plans and endeavor to achieve an overall goal of 5% of our total commitment dollars to small disadvantaged businesses, historically black colleges, and minority institutions, and 5% of our total commitment dollars to woman-owned small businesses; 3% of our total commitment dollars to HUBZone businesses, and 3% of our total commitment dollars to Veteran Small Businesses.

| 8. Total estimated cost of Category Goals | | \$ Amount | Percentage | |
|---|----|---|--------------------|--------|
| subcontracts relating | a. | Small Business Concerns (includes SDB, WOSB, HBCU/MI, XDollar Amount and Percent of 8d.) | \$85,081.88 | 20.00% |
| to thi s plan : | b. | HUBZone Small Business Concerns (Dollar Amount and Percent of 8d.) | \$ 6,381.14 | 1.50% |
| | C. | Large Business Concerns (Dollar Amount and Percent of Sc.) | \$333,946.37 | 78.50% |
| | d. | Total (Sum of 8s, 8b and 8c.) | \$425,409.39 | 100.0% |
| | e. | Small Disadventaged (SDB) Concerns (Include HBCL/Mil) (Dollar Amount and Percent of 8d.) | \$21,270.47 | 5.00% |
| | f. | Woman-Owned Small Business (WOSB) Concerns (Dollar Amount and Percent of 8d.) | \$21,270.47 | 5.00% |
| \$425,409.39 | g | Veteran Small Business Concerns (Dollar Amount and Percent of 8d.) | \$12,762.28 | 3.00% |

 Indirect and overhead costs (check one) ____ have been _X_ have not been included in the goals specified in item 8 above.

If "have been" is checked, explain the method used in determining the proportionate share of indirect and overhead cost to be allocated as subcontracts to small business concerns and small disadvantaged business concerns.

10. The following comments/methods were used in developing the goals for this subcontract plan.
This includes a description of principal products/service to be subcontracted. (Use extra sheet, if required.)

The offeror anticipates procuring such items as connectors, capacitors, braid, trasitions, boots and adapters via subcontracts from small businesses and such items as general electronics from small disadvantaged business concerns. Procurement of these types of material items from both small and small disadvantaged businesses is based on existing GDLS procurement history of material items from both small and small disadvantaged businesses is based on existing GDLS procurement history from various military vehicle development programs and 17 years of Abrams Tank Systems production.

General Dynamics has a cumulative record of exceeding both the required and committed level of "SB & SDB" participation as periodically reported to the government through the formally required submission of Standard Forms 294 and 295. GDLS believes there are abundant procurement opportunities to achieve a more than satisfactory level of SB & SBD anticipation during this or subsequent contract performance periods.